

Curriculum vitae
Europass

Personal information

Surname(s)/ First name(s) **VOLINTIRU Adrian Constantin**
Nationality **Romanian**

Gender **Male**

Work experience

Period of time	October 2, 2018 – present; June 14, 2018 – October 1, 2018
Occupation or position held	CEO; Interim CEO
Main activities and responsibilities	Organize, lead and manage SNGN Romgaz SA Medias activity, a company with more than 5,650 employees
Name of employer	S.N.G.N. ROMGAZ S.A. Medias
Type of business or sector	Natural gas production, geological research for the discovery of new natural gas reserves, gas production, supply and underground storage;
Period of time	March 2015 – June 2018
Occupation or position held	Operations Director
Main activities and responsibilities	Strategic business planning (implementation of strategic business partnerships) Optimize business workflow (implementation of business workflows at the level of the company) Coordinate and structure the sales management and national regional centres Increase the revenue by 50% in 2015 -2016
Name of employer	Exclusive Clean International
Type of business or sector	Property and facility management
Period of time	May 2013 – June 2014
Occupation or position held	Member of the Board of Directors
Name of employer	S.N.G.N. Romgaz S.A. Medias
Type of business or sector	Natural gas production, geological research for the discovery of new natural gas reserves, gas production, supply and underground storage;
Period of time	May 2014 – February 2015
Occupation or position held	Director General
Main activities and responsibilities	Strategic business planning (implementation of strategic business partnerships) Optimization of business workflows (implementation of all business workflows)
Name of employer	Upetrom 1 Mai Ploiesti
Type of business or sector	Heavy industry, drilling equipment
Period of time	November 2013 – March 2014
Occupation or position held	Secretary of State
Main activities and responsibilities	Management and organization of the Direction of Industry Policies and External Affairs, the Management Authority POS CCE, the relation with the Parliament, and the trade unions and the employers;

Name of employer	Elaboration of Romania's Competitiveness and Re-Industrialization Strategy, and support of such in the Specialty Commissions of the European Council
Type of business or sector	Ministry of Economy Central Public Administration
Period of time	November 2012 - November 2013
Occupation or position held	President
Main activities and responsibilities	Elaboration of the policy and strategy in the sector of administration and recovery of state assets within the A.V.A.S. (Authority for State Assets Recovery) portfolio, as well as the sector of privatization; Operative measures to implement legal provisions regarding A.V.A.S., as well as for fulfilment of the policy and strategy in the sector of administration and recovery of state assets within A.V.A.S. (Authority for State Assets Recovery) portfolio, as well as the sector of privatization.
Name of employer	THE AUTHORITY FOR STATE ASSET ADMINISTRATION
Type of business or sector	Specialty institution of the central public administration
Period of time	December 2012 - July 2013
Occupation or position held	Chairman of the Board of Directors
Name of employer	C.N. Posta Romana S.A.
Type of business or sector	Basic postal services throughout the entire national territory and at international level, as well as postal services, other than basic ones, in terms of competitiveness and competition
Period of time	May 2013 – present
Occupation or position held	Member of the Board of Directors
Name of employer	S.N.G.N. ROMGAZ S.A. Medias
Type of business or sector	Natural gas production, geological research for the discovery of new natural gas reserves, gas production, supply and underground storage;
Period of time	June 2011 - November 2012
Occupation or position held	Director General
Main activities and responsibilities	<u>Strategic planning of business</u> (company restructuring for the recovery from an initial state of loss and to align it to an efficient business development model) <u>Leverage of the company's final results</u> (doubling of market capitalization and increase by 20% of the value of the shares in just 6 months; negotiation and conclusion of contracts worth more than \$70 million, obtained in just 9 months – Kuwait Oil Company, Babcock Wilcox Volund – Denmark, Black Sea Power – Dubai, Metso Power OY- Finland); <u>Restructuring and optimization management</u> (increase of turnover by 3.5 times in just 6 months (from €5 million in the first half year 2011 to €18 million in the second half year by a major restructuring of the company); <u>Business workflow optimization</u> (decrease of employees number from 1,200 in July 2001 to 914 in December 2011) Increase of company value to €20 million in 1H 2012 Obtaining a net profit in amount of €2.2 million Conclusion of contracts worth €144 million in 2012, for the next 3-5 years
Name and address of employer	S.C. VULCAN S.A. Dumitru Brumarescu, nr. 15, sector 4, 041838 – Bucharest
Type of business or sector	Energy Industry, Oil and Gas Extraction Industry

Period of time	November 2008 - May 2011
Occupation or position held	COO and Member of the Board of Directors
Main activities and responsibilities	<u>Strategic planning of business</u> (implementation of business strategic partnerships) <u>Business workflow optimization</u> (implementation of all business workflows for the entire group of companies)
Name of employer	Marine Resources Exploration International (Marexin)
Type of business or sector	Extractive Industry
Period of time	May 2008 - November 2008
Occupation or position held	CFO – Group
Main activities and responsibilities	<u>Restructuring and optimization management</u> (generation of about €3 million additional financial income in only 5 months from reorganizing the risk coverage structure; management and organization of the entire restructuring program of the Group, aiming to increase the gross margin of the Group member companies while ensuring an intensive development of the companies) <u>Business workflow optimization</u> (decrease with 30 days of the term of outstanding payments, hence securing cash in amount of €10 million for the company; acceleration of inventory turnover to maximum 15 days) <u>Implementation of the ABC system</u> (supervision and coordination of financial flows within the Relad Group for a successful implementation of financial procedures – ABC system)
Name of employer	Relad Group of Companies
Type of business or sector	Pharmaceutical Industry
Period of time	November 2006 - May 2008
Occupation or position held	CFO (also with COO responsibilities)
Main activities and responsibilities	<u>Strategic planning of business</u> (increase of investment activities efficiency, resulting in reduction by 50% of the set up time of the new fuel stations (from 6 month to maximum 3 months), hence bringing liquidities in the company much faster) <u>Restructuring and optimization management</u> (initiation and coordination of the major restructuring program of the company, increasing EBITDA from €9 million to €35 million in only 2 years); <u>Business workflow optimization</u> (elaboration and implementation of business optimization processes, thus generating new cash entries of about \$40 million; reduction of fuel station accounting personnel from 92 to 6 during the reorganization of a more efficient financial department by implementing procedures and activities, generating annual savings amounting to \$4 million); <u>Leverage of the company's final results</u> (increase by 15% of the profit margin in only 2 years)
Name of employer	Romp petrol Downstream
Type of business or sector	Retail Division of Rompetrol Group
Period of time	May 2006 - May 2008
Occupation or position held	Manager
Main activities and responsibilities	Restructuring and reorganization of the company Implementation of the Fill and Go cards in the Rompetrol gas station network Insurance broker structure set up and implementation
Name of employer	Romp petrol – IFN FinGroup Credit S.A.
Type of business or sector	Non-bank financial institution – Part of the Rompetrol Group
Period of time	March 2006 - November 2006
Occupation or position held	CFO

Main activities and responsibilities	Securing financial resources at the level of Rompetrol Group Participating in meetings and negotiations with rating agencies (FITCH, Standard&Poor)
Name of employer	Rompetrol S.A. – Bucharest
Type of business or sector	Refining and marketing
Period of time	September 2003 - May 2008
Occupation or position held	Manager
Main activities and responsibilities	Attraction of investments in the Midia Industrial Park Ensuring the specific industrial infrastructure
Name of employer	Rompetrol Industrial Park - Constanta
Type of business or sector	Part of Rompetrol Group
Period of time	February 2001 - March 2006
Occupation or position held	CFO
Main activities and responsibilities	<u>Leverage of the company's final results</u> (played an important role in increasing the turnover of the company from \$100 million to \$2.4 billion in only 5 years; elaboration and implementation of a comprehensive service outsourcing model, resulting in a significant personnel reduction (37%-42%) and important savings resulted from the new scale economy; negotiation and attracting of more than \$300 million cash entrances from the capital market for the refinery unit and \$10 million for the petrochemical unit) <u>Restructuring and optimization management</u> (optimization of the company in record time, the turnover increased from \$100 million to \$2.4 billion; successful overcome of crucial moments, including collective dismissal – reduction of personnel from 6500 to 850) <u>Implementation of ABC system</u> (ABC initiation; implementation of integrated procedures and financial reporting (Oracle) resulting in reduction of personnel from 6,500 to 850 (2001-2006) and cost/ to oil from \$52 to \$23 (2001 -2004)
Name of employer	Rompetrol Rafinare – Petromidia
Type of business or sector	Refinery
Period of time	April 2000 - February 2001
Occupation or position held	Economic Director
Main activities and responsibilities	<u>Restructuring and optimization management</u> (Implementation of several steps for unforeseen situations/ simplification of procedures related to financial flow management with a view to reduce dedicated time, resulting in reduction of personnel from 800 to 325)
Name of employer	Rafinaria Vega – Rompetrol Grup
Type of business or sector	Refinery
Period of time	January 1999 - March 2000
Occupation or position held	Economic Director
Main activities and responsibilities	<u>Strategic planning of business</u> (successful implementation of corporate financial cost oriented strategy, thus saving approximately \$10 million)
Name of employer	REBU S.A., RWE Grup
Type of business or sector	Sanitation
Education and Training	
Period of time	2004 - 2005
Type of qualification/ Diploma awarded	MBA in General Management – “Emphasis on Challenges in Leadership”

Name and type of institution providing education and training	Harvard Business School – United States of America																		
Level in education/ training classification	MBA																		
Period of time	1989 - 1993																		
Type of qualification/ diploma awarded	Economist – Accountancy																		
Main subjects/occupational skills	Faculty of Finance and Banking																		
Name and type of institution providing education and training	Academy of Economic Studies																		
Level of education/ training classification	Bachelor in Economics																		
Personal skills and competences																			
Mother Tongue	Romanian																		
Other languages <i>Self-evaluation</i> <i>European Level</i>																			
English Language	<table border="1"> <thead> <tr> <th colspan="2">Understanding</th> <th colspan="2">Speaking</th> <th colspan="2">Writing</th> </tr> <tr> <th>Listening</th> <th>Reading</th> <th>Spoken interaction</th> <th>Spoken production</th> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>C1</td> <td></td> <td>C1</td> <td>C1</td> <td>C1</td> <td></td> </tr> </tbody> </table>	Understanding		Speaking		Writing		Listening	Reading	Spoken interaction	Spoken production			C1		C1	C1	C1	
Understanding		Speaking		Writing															
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Training Courses	<p>Authorized Expert Accountant, CECCAR Romania International Accounting Standards Risk Management at the company level: Market Integration, Operational and Credit Risk for companies in the Energy and Manufacturing Industry “Predictive Index” – Praendex Europe SA, Switzerland “Allocation of Investment Resources” - University of Geneve, Switzerland Audit, Business Analysis, Legislation, Profit Centres, Budgeting Integrated Systems: MFG – Pro; ORACLE: SAP-R3, SAP-R6</p>																		
Social skills and competences	Responsibility, dedication, empathy, good communication and social skills, adaptation to new situations, teamwork, flexibility																		
Organizational skills and competences	Leadership skills, attention to details																		
Computer skills and competences	Microsoft Office (Word, Excel, Power Point), Oracle																		
Other skills and competences	Perseverance, involvement																		
	Nomination: “Romanian Top 100 Young Managers” – first edition (2007)																		
Driving license	B																		

**Abstracts from
Publications**

Adevarul – October 20, 2011

[http://www.adevarul.ro/financiar/Cum aduci o firma pe profit in numai trei luni 0 575942951.html](http://www.adevarul.ro/financiar/Cum%20aduci%20o%20firma%20pe%20profit%20in%20numai%20trei%20luni%200%20575942951.html)

Ziarul Financiar – September 19, 2011

<http://www.zf.ro/companii/managerul-adus-de-tender-sa-restructureze-vulcan-avem-comenzi-dar-trebuie-sa-schimbam-modelul-de-business-8759490>

Business Standard – September 28, 2009

http://standard.money.ro/articol_107234/cu_cine_si_a_restructurat_patriciu_businessul.html

Business magazine – August 20, 2009

<http://www.businessmagazin.ro/video/adrian-volintiru-cfo-marexin-statul-e-partenereul-meu-si-trebuie-sa-ma-ajute-4745434>

Ziarul Financiar - November 24, 2008

<http://www.zf.ro/profesii/companiile-sunt-obligate-sa-evalueze-structura-personalului-si-acest-lucru-inseamna-disponibilizari-3532064>

Business magazine – February 7, 2007

<http://www.businessmagazin.ro/printare/actualitate/mai-mult-decat-benzina-la-pompa.html?5531;1008354>

Business magazine – August 20, 2009

<http://www.businessmagazin.ro/video/adrian-volintiru-cfo-marexin-statul-e-partenereul-meu-si-trebuie-sa-ma-ajute-4745434>

Saptamana Financiara – November 22, 2011

http://www.sfin.ro/articol_24790/%E2%80%9Edaca_nu_ti_sunt_intelese_deciziile_organizatia_se_destabilizeaza%E2%80%9D.html

Bursa.ro – December 22, 2011

http://m.bursa.ro/s=piata_de_capital&articol=152692.html

Vulcan TV Spot

<http://www.youtube.com/watch?v=6dZrPuLCAoE>